

Message Text

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47

ACTION PM-04

INFO OCT-01 NEA-10 ISO-00 MC-02 ACDA-07 EB-07 COME-00

NSC-05 SP-02 SS-15 CIAE-00 INR-07 NSAE-00 TRSE-00

/060 W

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R 121430Z SEP 76

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 5837

INFO DOD/OSD/ISA/DSAA WASHDC

CHUSMTM DHAHRAN

AMCONSUL DHAHRAN

C O N F I D E N T I A L JIDDA 6172

E.O. 11652: GDS

TAGS: MILI, SA, US

SUBJECT: ARMS AND WEAPONS SYSTEMS SALESMEN IN SAUDI ARABIA

1. FAIRLY REGULARLY US SALESMEN OF WEAPONS AND RELATED EQUIPMENT CALL ON EMBASSY, USMTM AND CONGEN DURING BUSINESS TRIPS TO SAUDI ARABIA. MANY OF THESE VISITORS ARE ON EXPLORATORY TRIPS BUT BY THEIR VERY PRESENCE THEY MAY TEND TO CREATE A NEED FOR THEIR PRODUCTS WHEN ONE DOES NOT CLEARLY EXIST.

2. WHEN SUCH VISITORS COME TO THE EMBASSY OR USMTM WE ARE FRANK IN OUR JUDGMENT AND RECOMMENDATIONS TO THEM AS TO WHETHER OR NOT CONTACT MAY BE MADE WITH THE SAG. IF A PARTICULAR HARDWARE OR SOFTWARE LINE SEEMS INCOMPATIBLE WITH OUR DEVELOPMENT PROJECTS FOR MODA, WE WILL SAY SO. IT APPEARS TO US THAT IN MOST CASES OUR GUIDANCE AND JUDGMENT ARE RESPECTED.

3. WE WOULD ALSO APPRECIATE ANY ADVANCE NOTICE THE DEPARTMENT OR DOD COULD GIVE US ABOUT SALESMEN THAT ARE HEADED IN OUR DIRECTION, AND VIEWS WASHINGTON MAY HAVE ON THEIR MISSION.

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PORTER

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NNN

Message Attributes

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Disposition History: n/a
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